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# THE Publishers' Weekly

The American BOOK TRADE JOURNAL

VOL. CIX

NEW YORK, MAY 29, 1926

No. 22

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*For Highbrows*



By the author of  
"Main Street,"  
"Babbitt," etc.

— *Lowbrows*

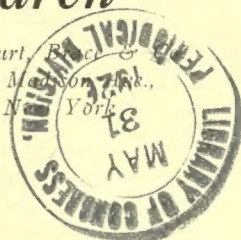


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He must go—go—go away from here!  
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'Send your road is clear before you  
when the old Spring-fret comes  
o'er you

And the Red Gods call for you!

—RUDYARD KIPLING  
*The Feet of the Young Men.*

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Calls far away to hot blue skies, steamy  
earth, savage jungles, strange mountains  
and ancient trails—and a girl in whose  
eyes are age-old mystery and the melting  
flame of youth.

READ WITH DELIGHT  
RECOMMEND WITH ENTHUSIASM  
SELL WITH ASSURANCE





## “Don’t darken my door again!”

“FAREWELL, MOTHER, farewell room . . . farewell stove . . . lamp . . .” The harsh father thrust his daughter out into the bitter paper snowstorm and the second act ended in anguish.

How they used to love the old melodramas! “East Lynne,” “The Parson’s Bride” and “Tempest and Sunshine” reaped harvests of gold from the gilded age. They went over big with lots of applause.

Incredible as they were they left a venerable heritage. Their wandering troupes used to bring romance to life again in many a drab country and the lives of these strolling players are one of the most picturesque parts of our past.

As romantic as any part of this story was the sequence of events that befell Capt. Andy Hawke’s *Cotton Blossom* troupe. The *Cotton Blossom*

was a show boat, an ungainly floating theatre that meandered up and down the yellow Mississippi and, glittering with oil lamps, fetched the favorite old hoakum dramas to the farmers of the valley. Twice a year it was romance to the natives. But all the year round romance trod the decks of the show boat itself—romance born of the odd personalities that made up its company, and of the mighty river with its changing moods and mysteries.

That is the colourful background of Edna Ferber’s new novel. Add to that Miss Ferber’s ability to create real living characters and her uncanny skill in telling a story—and you have *SHOW BOAT*, a novel for the moderns made out of the romance of the past. It will go over big—with lots of applause from all sides.

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Coming Aug. 20th, net, \$2.00. Doubleday, Page & Co.



# The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, MAY 29, 1926

## Visiting Bookstores In and Around Los Angeles

By Helen E. Haines  
*of the Los Angeles Library School*



*Children's Bookstore of  
Mr. and Mrs. M. F. MacLin*

ONE of the most popular and profitable incidents in the study of book selection carried on in the Library School of the Los Angeles Public Library is the class survey of the chief bookstores in and around Los Angeles. It is, however, a more informal proceeding than the word "survey" indicates. Each student is assigned to report upon at least two bookstores of distinctive type, and these visits, in groups or singly, are made according to personal convenience during a given week. At the end of that week a class period is devoted to discussion, based upon the individual reports that each student fills out

for her own assignment. This discussion takes the place of one of the regular weekly *Publishers' Weekly* checking periods, for the bookstore visits are planned to be illuminative of booktrade conditions and methods and to fit in as a practical exposition of many points that have come up for consideration in the checking of the *Publishers' Weekly* thruout the Book Selection course.

Perhaps a glimpse of the bookstores of Los Angeles as seen by these quick-minded and sharp-sighted young observers may be of interest to booktrade readers. Not all local bookstores are visited, but those chosen represent distinctive types or offer some special feature. Two Pasadena bookstores and one Long Beach store are also usually included. Reports are based upon a form, "Points to observe in visiting bookstores," which specifies the information desired: full and correct name, location; general character, specialties, if any; approximate size and arrangement; received as to attitude toward the public; special features or characteristics; books given special prominence; and any individual comment on books observed or points of equipment or service. For the class visits of 1926, 13 bookstores in Los Angeles and three out-of-town stores were chosen, representing general standard bookstores, book departments of department



stores, second-hand bookstores, and small, distinctive specialized bookstores.

Our bird's-eye glance may be directed first at three general bookstores, of high standards and wide range. C. C. Parker, of course, is the dean of the Los Angeles booktrade, as he is one of the great booksellers of the country, spreading thru the life of a city the gospel of good literature.



*C. C. Parker and Montague Glass in  
Mr. Parker's Bookshop*

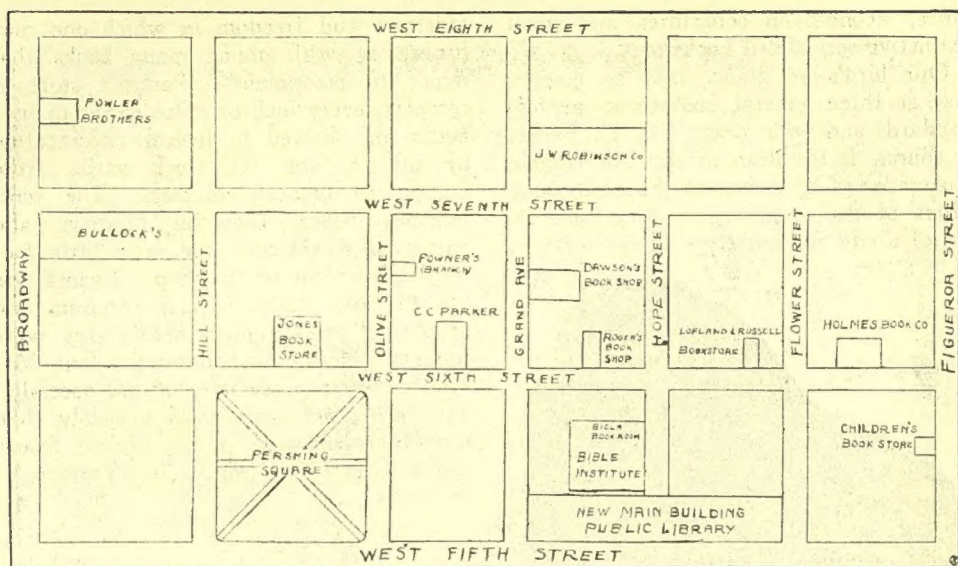
"520 West Sixth" is a meeting-place for booklovers thruout Southern California and for all the visiting authors whom the lure of Hollywood draws in ever increasing numbers to Los Angeles. Here our observers report: "On entering Mr. Parker's store one is aware of an atmosphere created by the love of books." "This store impresses one as existing not for monetary reasons, but chiefly because of the love Mr. Parker has for books. His personality is felt thruout the entire store." "Except for a few literary magazines he sells only books: he carries no stationery, office supplies or knick-knacks such as are so often found in the modern bookshop." "Mr. Parker would rather sell a biography than any other type of book, altho he has also a fondness for poetry and history." "Here is appreciation of books. Here is

quietness and freedom in which one may browse at will among many books that tempt to possession." Parker's store is compact, every inch of space is put to use: books are shelved in logical classification by subject, and the stock varies from 60,000 to 90,000 volumes. The most precious books, beautiful bindings and autographed volumes, are in a little balcony at the rear of the shop. Drama was one of Mr. Parker's early interests and he carried printed plays before they were commonly found in bookstores; "but Mr. Parker makes a specialty of not specializing; he carries more titles probably than any other bookstore in the United States and is constantly filling in, in all classes of literature."

A few doors east of Parker's still on Sixth street, which is becoming the bookshop center of Los Angeles, is the Jones Book Store, large, airy, bright, its three levels overflowing with an immense and well-organized stock. Kindergarten supplies, children's books, and the store's chief specialty, educational books, are brought together in the basement, including a line of elementary and secondary texts so extensive that from it are supplied school demands thruout the Pacific coast. On the main floor is the general collection of books, broadly classified on wall shelves and on display tables. Drama is the other leading specialty of the store and on the second-floor balcony is the drama collection, remarkable in its variety and range, in charge of a special attendant, and with desks and chairs for the leisurely examination or selection of plays. "The store has a business-like atmosphere, and imparts a sense of immediate, efficient service." "One is apt to go to Jones Book Store for a definite purpose, which is usually promptly fulfilled."

Fowler Brothers, on Broadway above Seventh street, impressed the visitors as handsome and well organized. "On the main floor all direct business with customers is carried on, with the books arranged by subjects in sections and on display tables; reserves are stored on the second floor, and children's books are on exhibit in the basement." The general collection is supplemented by two important specialties,





*Map of the Centralized Booktrade Section of Los Angeles, With the Clustering Bookstores Around the Vicinity of the New Main Building of the Los Angeles Public Library to be Opened July 1, 1926. The Map Was Drawn by Susan Campbell of the Library School*

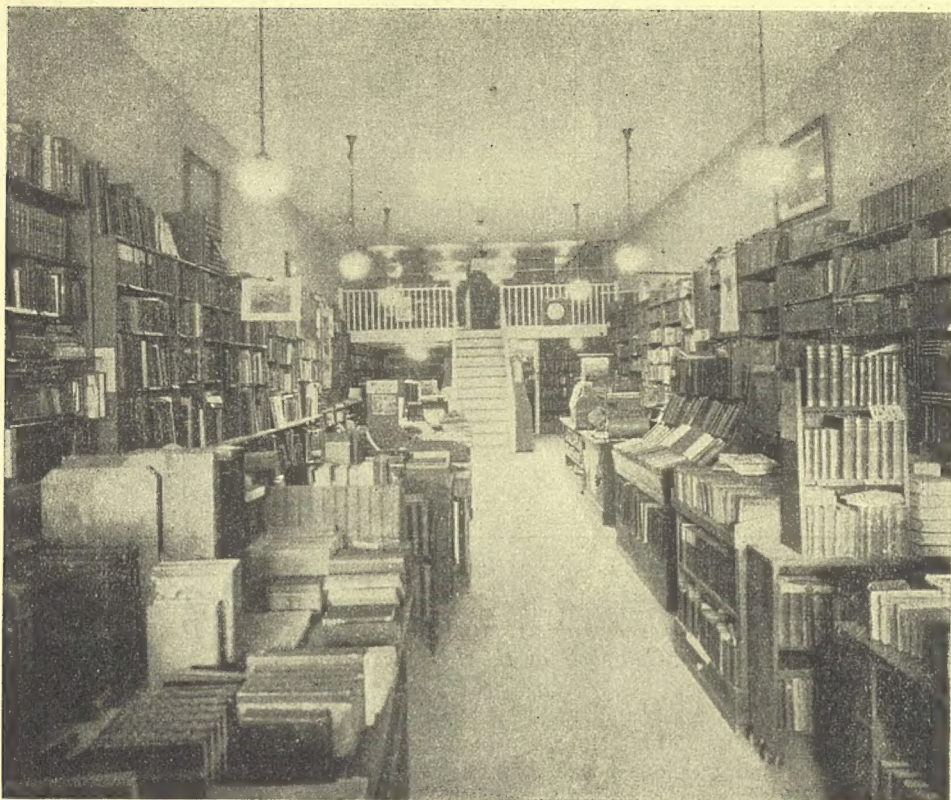
Bibles and religious books, and medical and dental publications. "This store handles more Bibles and religious books than any firm west of Chicago." "It is not a place to browse, but a place of business and of prompt and courteous attention paid to all."

While the book department of the up-to-date metropolitan department store is essentially a general, standard bookstore, there are some modifications of type to be observed. The three visited this year were the book departments of the J. W. Robinson Co., of Bullock's, and of the Broadway Department Store. Robinson's book department, on the main floor of the store's new section opening on Grand avenue, was found extremely interesting. It has an excellent general stock, "but the specialty to which the manager points with pride is the beautiful collection of rare and finely bound books, many from Sangorski and Sutcliffe of London, the largest collection of its kind west of Chicago." This collection is confined almost entirely to eighteenth and nineteenth century classics, with emphasis upon eighteenth century memoirs. "Many interesting and beautiful books were seen here. There was a

first edition of Dickens, 1857, with an original check signed by Charles Dickens inset next the title-page. A copy of Kipling's poem, 'If,' written in gold on vellum, is in a binding of hand-tooled leather inlaid with corals and pearls, a miniature of Kipling is within the pages, and the pages themselves are adorned in gold illumination. There are also examples of fore-edge painting that are very lovely in their tapestry-like effect." "Prices of books in this rare book department begin at fifteen dollars and go up to five hundred dollars."

Bullock's book department carries a general collection of about 30,000 volumes, emphasizing importations, fine bindings and translations. Here an interesting bit of publicity was observed. "The leading book review of the *New York Times Book Review* for the current week is placed conspicuously on an easel, surrounded by copies of the book with which it deals." At the Broadway Department Store, the book department gives prominence to children's books and reports large sales in this field. "It has all the beautiful illustrated editions of standard children's books, and many reprints and cheaper series." The





*Interior of Dawson's Bookstore, South Grand Avenue, Los Angeles*

feature of most interest here, however, was found in the great popularity and immense circulation of the rental circulating library, maintained on the mezzanine floor. "They have 10,000 volumes, renting for one or two cents a day, according to popularity and date of the book. The patronage appears to be from all walks of life, from workmen in overalls to professional men, from business girls to women of wealth and leisure. (The number of men observed was also surprising.) There are six or seven assistants, kept constantly busy; and one could not but reflect upon how much the Public Library should share in meeting the immense demand for fiction that is expressed in this huge circulation."

In the field of second-hand bookstores, Dawson's Book Shop, on Grand Avenue near Sixth Street, evoked enthusiasm. "The most unusual shop of its kind I have ever visited." It carries rare books and fine bindings almost exclusively, having

recently transferred its general books to Rogers' Book Shop. Its particular specialties are Californiana and Americana. Here were seen many rare books, first editions, and beautiful bindings; interesting examples of the work of the old printers and of beautiful modern printing in the work of John Henry Nash. "All the people employed in Dawson's are book experts, knowing and appreciating the books they handle. Each one is responsible for a department, issues regular catalogs and keeps a correspondence file of patrons." "It would take an artist to present the delights of this shop."

Holmes Book Company maintains five stores in Los Angeles and two in San Francisco, each under the familiar sign, "No place like Holmes." The store at 814 West Sixth Street is the largest of the Los Angeles stores and contains probably about 200,000 books; that at 620 South Spring Street reported "about 100,000."





*Spanish Library Room of the Bookstore of A. C. Vroman, Inc., of Pasadena*

These are repositories of books of every size, shape and degree of interest, most of them roughly classified by subject and arranged alphabetically by author. "Elinor Glyn seemed to be a favorite author, one might almost say a specialty, her books being seen to right and left thruout the collection." A rare book collection, including Californiana, has been begun in the Sixth Street store.

Powner's Book Store is one of the chain of stores linked with the Chicago Powner's, "the house of a million books." The small building on South Spring Street is overflowing with a varied collection of books new and old, and plans are under way for another Los Angeles store, to be opened on Grand Avenue. At Powner's emphasis is laid upon Americana and art books; some interesting old editions and examples of early printing were seen. Among current books, those on banking, business and investment are given

prominence, owing to the location in a banking district.

Rogers' Book Shop, on West Sixth Street, was opened only about two years ago, and has a stock of about 20,000 volumes, in which fiction predominates. There is no specialty, but some emphasis is given to art books. A feature observed here is the renting of books for a small daily charge.

One of the most interesting specialized bookstores in Los Angeles is the Children's Book Store, conducted by Mr. and Mrs. Markham Field MacLin, at 524 South Figueroa Street, in a little frame dwelling-house which survives from the city's earlier days. "Here 'Children's Book Week' prevails all the year." The "front room" is the show-room, where are displayed beautiful illustrated editions of children's books, books at sale prices, and the work of art student illustrators of children's books. Back of this is the "library room," where

laden shelves line the walls from floor to ceiling and books fill a large center table. All books are classified and attractively arranged. "Mr. and Mrs. MacLin read every book before buying and buy only books that they can fully recommend."

"There is a third room, called the nursery, which has books for little children, a few toys, and story-telling books." "The Children's Book Store is in constant co-operation with the Los Angeles Recreational Reading Committee, in which all the organizations that work with and for children and young people are affiliated to promote the use of good books." The store is trying to influence children to have and use their own bookplates; "a bookplate is given with every book sold, and bookplate books are available for those who wish to buy them." "They are very friendly. If a child wants a book and has only ten cents, they try to find something that can be sold at that price." While the store does no special advertising, its owners have visited clubs and schools and given book talks, and they frequently send exhibits of books for examination or to illustrate children's literature.

The only other specialized bookstore visited was the Biola Press Book Room, maintained by the Bible Institute in its Grand Avenue building. Of this our observer says: "The Biola Press is quite the most remarkable dealer in the equipment for Christian living this side of the Rockies. It handles everything, from alarm clocks to aid would-be backsliders to greet the Lord promptly Sunday morning to collection plates and contest buttons. The front half of the store is filled with Bibles and red plush mottoes; the rear is consecrated to helps for preachers, religious novels, anti-higher criticism, and pamphlets on every subject that might conceivably confront the fundamentalist. The stock is large and quite varied: Bibles, biographies of men noted in the religious world (Francis of Assissi leaned lovingly against William Jennings Bryan), books denouncing Harry Emerson Fosdick, Christian Science and Mormonism, religious weekly and monthly magazines, fountain pens, health books, anecdotal aids to ministers, and much fundamental literature. Each book added to the stock is reviewed

by a minister for the princely remuneration of twenty-five cents, and his decision is final." They supply the needs of many orthodox Protestant denominations, and do a very large business, much of which is carried on by mail.

Of bookstores visited in Long Beach and Pasadena only briefest mention can be made. Hewett's Book Store, in Long Beach, "conducts an interesting feature in broadcasting book reviews once a week from the local station. These reviews are prepared by the librarian of the Long Beach Public Library, and each one includes five or six books in brief summary and appreciation." In Pasadena, the bookstore of A. C. Vroman, Inc., was found to be spacious, bright, always active and interesting. Its specialties are children's books and fine bindings. Opening from its large main room is an attractive small room devoted to children's books, carefully arranged according to age of child reader and kind of book; and at the back of the store is the beautiful "Spanish library," where first editions, fine bindings and art books are segregated, with its imposing wall bookcases with leaded glass doors, its heavy, stately Spanish armchairs, eighteenth century benches and great refectory tables, and its rich crimson hangings. Opening from this room is a charming little walled patio, in which a stone bench under a fig tree invites to rest and meditation. McLean's Bookshop is the only second-hand bookstore in Pasadena. Mr. McLean looks back upon a lifetime in the book world—in New York, Brooklyn and Los Angeles—and is one of the veterans who has friends among booklovers east and west. His shop is well organized and distinctive, with its original bookish posters and apt quotations adorning walls and shelves and its atmosphere of friendly welcome. "Oh, Mr. McLean, I'm sure you know Roger Mifflin?" said one visitor, and Mr. McLean admitted that he did. He has a collection of interesting first editions, and many curious and valuable finds are caught in his net. He specializes in supplying individual wants, thru a careful card indexing of customers. A great deal of his business is done by mail, but his shop is a familiar haunt for browsers, booklovers and librarians.



# Finding the Intelligent Public and Enlarging it

Stuart Sherman



Stuart Sherman  
Editor of "Books"  
(N. Y. Herald  
Tribune)

**S**PEAKING in general, the civilization of a people may be measured by their disrespect for orators, and by their respect for books. When the individual man begins to do his own reading and his own thinking, the orator begins to lose his power to prey on the popular ignorance.

There are three successive stages in human culture, and I invite you to gauge the culture of St. Louis, or whatever your city, town, or village may be, by reference to them.

In the first stage of culture the orator flourishes and is held in great respect. He appears like a god in all the backwoods and frontiers and Gopher Prairies of America. He pours his golden voice over great masses of yokelery and primitives. He fills their simple heads with all sorts of quaint notions about free silver, and mammals, and Old Testament cosmology. The yokelery go home and chop wood and peel potatoes, and having nothing else to ruminate on, ruminate on the windy fodder which the orator has thrown down to them, till in the course of time another orator appears and throws them down another batch of windy fodder.

Nobody reads. The most they can do is to spell out a few chapters in Genesis. Nobody thinks. But they ruminate at the tail of their plows, and come together and frame laws, affirming that what was science enough for Abraham and Isaac 1000 years before Christ is science enough for the children of Tennessee 2000 years after Christ.

You will find this stage of culture pow-

erfully described by an author with a rich vein of satirical humor, T. S. Stripling in his brilliant new novel "Teeftallow," dealing with the hillmen of Tennessee; also by Edith S. Kelley in "Weeds," dealing with the small tobacco-planters of Kentucky; also by Ellen Glasgow in "Barren Ground," dealing with the wastelands of Virginia, and in the whole range of her novels.

The second stage of culture is a great advance over the first. It is the stage of Babbitry as compared with yokelery; the stage of Zenith as compared with Gopher Prairie. But the orator is still in demand. For huge conventions, and midday lunches and talk-feasts, and all manner of women's clubs abound. The note of this stage of civilization is loudly to profess interest in progress; and to give public recognition to literature and art but very little private attention to them. Hence public libraries are established—often with outside help, perhaps with the help of Mr. Carnegie; but there are few or no good bookshops; few or no private libraries; even in the houses of prosperous people hardly a book is visible—beyond, perhaps, a Bible, to represent the older literature, and a Guide to Auction Bridge—to represent the newer literature—or perhaps a Cross Word Puzzle Book, to represent the latest thing.

At this stage, children of school age are supposed to read a few classics for education and women of leisure a few light novels for amusement. But reading is not thought of as one of the big solid satisfactions of life for all ages. Your average man and woman do not buy books. They do not often read books. Instead of actually reading books, they invite famous men, such as Carl Sandburg, who is both author and charming speaker, to come and entertain them for an hour, while they sit in the audience and study the speaker's voice, eyes, hair, gestures and neckties, and

take in culture without pain thru the pores.

Much of our current midwestern fiction describes culture at this stage. It is at about that stage in Charles Norris's "Pig Iron." It is at about that stage in Theodore Dreiser's "American Tragedy." Both of these are impressive exposures of the cultural emptiness of American lives. But nobody has yet surpassed Sinclair Lewis's account of this stage of American culture in "Babbitt," and again in "Arrow-smith"—the best of all his novels, the book for which he has just, rather dramatically, refused to receive a \$1000 prize.

In the third stage of culture, oratory falls into complete disrepute, except as it is kept up by the auctioneer and the cheer leader. People begin to read and think for themselves. They begin to discover the rich and romantic and inexhaustible world of books. In a community at this third stage bookshops become as abundant and as much frequented as any other sort of filling station. They become as abundant as they are in Paris or London, or other cities which are the magnets of the world. In the private house a small library or at least a book case filled with good books, old and new, is not thought of as a luxury, but as a necessity quite as indispensable as chairs, a bathtub, a bed, or a kitchen. Its upkeep is figured in the family budget, just as the wardrobe and the pantry are. People at this stage feed their minds just as regularly and carefully as they feed their bodies. They want the food of their minds fresh and of the best quality.

At this stage people are not so much interested in the small talk about authors—their personal appearance, habits, cars, dogs, wives, divorces and other recreations. Instead of sitting in an audience and conjecturing whether Carl Sandburg is a good husband and father, people begin seriously to study them as authors, trying to get at the seven-eighths of these men which can never appear on the platform.

They read Carl Sandburg's great life of Lincoln, wonderfully opening up the life of our people, thru the years preceding our struggle for the Union. They read Claude Bowers' brilliant and dramatic picture of the conflict between Jefferson and Hamilton. They read M. R. Werner's mar-

velous epical story of Joseph Smith and Brigham Young and the founding of Utah. They read that delicious book about the 1890's which Thomas Beer has just published, "The Mauve Decade." They read the astonishing memoirs of Colonel House, and the delightful Letters of Walter Page. They read the remarkable book which Mark Sullivan has just given us, "Our Times," a book calculated to persuade you and me and all of us that living right in America—in Pittsburgh or in Cleveland or in St. Louis—anywhere in America these last twenty-five years—we have had a rich life, we have moved among miracles and wonders.

For me, at any rate, reading that great book of Mark Sullivan's about the years thru which I myself have lived has made a happy epoch in my life. It freshly reconciled me to the universe. It has made me happy about America and my own times, and has made me fall freshly in love with my own people. And if you will sit down to it, I will promise you the same experience. I will promise you a similar experience with any of the biographical and social-historical books which I have just named: Sandburg's "Lincoln," Bowers' "Jefferson and Hamilton," Werner's "Brigham Young," Thomas Beer's "Mauve Decade."

I have talked about American biography because American biography is extraordinarily interesting nowadays. But our current literature is intensely interesting today at many other points: in the field of science and natural history which William Beebe brings home to the gentle reader, and Paul De Kruif in "Microbe Hunters," and George Dorsey in "Why We Behave Like Human Beings"; in the field of travel, and exploration, and archeology with the stories of men circling the North Pole and diving into the buried ruins of Egyptian and African kings; in the field of modern psychology, which every day reveals to us some new mystery of our own natures; in the field of art, architecture, landscape gardening, home-planning, town-planning, the improvement of country life, etc., etc., indefinitely.

Now as I look into the world of books, it appears to me that since the war, we have begun to enter upon a new era of



American life in which books will play a larger part than ever before. The new era already shows certain striking characteristics. The young people who are leading us into it are a little discouraged about voting for a better and more interesting world, because voting doesn't seem to get them anything but a change in the uniforms of their politicians. They are rather fed up on politics, because politicians got the world into the world war. They are rather fed up on fundamental religion, because fundamentalists are always getting themselves mixed up with things like the world war and last summer's affair in Dayton, Tennessee. Fundamentalists are always going to war to suppress dancing and enjoying the Lord's day and reading books and free speech and the advance of medical knowledge and the progress of science, and all the things which make the world an interesting and healthful and joyous place for the average man to live in.

To the American generation now forming, to tell the plain truth, the America of their fathers seems rather irrational, a little crazy, and yet for the average man rather dull. They intend to change the emphasis of glory in this generation. They believe, with Mark Sullivan, that in the last twenty-five years the average man has got the most for his money, has got the most solid satisfaction, has got the most real good, not out of politics and religion, but out of science, inventions, literature, music, exercise, and out-of-door life. They think:

That the discovery of the remedy for diabetes may have done more for human happiness than the entire thirty-one years of Henry Cabot Lodge in the Senate.

That Henry Ford has brought more pleasure and satisfaction to the average man than the president of the United States.

That Sinclair Lewis, Willa Cather, Ellen Glasgow, T. S. Stribling, Sherwood Anderson, Joseph Hergesheimer, Don Marquis, and Ring Lardner, have brought more interest into our lives than any ten Congressmen you can name.

They are rather set on going in for a world which shall be more rational, more scientific, more beautiful, with more of health, comfort, refreshment, interest, and

imaginative expansion for the average man in America. In our critical review, "Books" we are trying to interpret this new world to our public.

As I size up the matter, this is the spirit of the new age. It is a spirit tremendously favorable to the wide reading of books, and to the expansion of the intelligent public. For current literature is full of this spirit. Current literature is the great interpreter and propagator of this spirit. The most interesting American authors are behind it. The most significant American publishers are backing it. The leading critics are in favor of it. It is up to the booksellers to make it available to the nation-wide public which I believe is already thoroly hungry and eager for it. The high fun of our day and the excitement of it from the point of view of authors, publishers, and forward-looking booksellers is in finding out how large the intelligent public is, and then driving hard to enlarge it. Every day that goes by, the number of people in the United States who are effectively governed by the new literature increases.

I am not a bookseller; but I sometimes wish I were, for the future of bookselling in the United States is immense. You have a commodity which all intelligent people want, and all unintelligent people need. What more can a salesman desire to fill him with optimism, and enterprise and imagination. I say the future of bookselling in the United States is immense. It has no limits short of our 110 millions; and I understand that at present the dependable book-buying public is estimated at only a couple of hundred thousand.

The trouble with the ordinary bookseller and publisher, too, is a lack of courage and imagination and, I think, above all of national vision—I mean vision of the national public. A book is published. Two or three thousand copies are dumped in half a dozen big cities and allowed to sell themselves if they will. During a short season, the book is visible in New York, and Boston, and Philadelphia. In scores of cities, towns, and villages all over the United States that book is not visible and is unobtainable except by mail. But the bookseller of imagination knows that the reading and book buying public is a na-

tional public thinly spread out over the whole surface of the country, and he finds a way to reach them. The classical example is the sale of General Grant's "Memoirs." The regular publisher, thinking of the regular markets, figured on a sale of 10,000 copies. Mark Twain, knowing his United States, invented a way of reaching the real public for Grant's book in every city, town, and village; and sold half a million copies. He didn't enlarge the reading public; he simply found it.

One of our publishers is just launching a big drive to enlarge the reading public. He is going to try to open up the solid South. It is a business campaign and it is a social and educational campaign as well. It is an attempt to blow open the stronghold of Bourbonism and fundamentalism. It is carrying on the work of one of the pillars of that publishing house, the great bookseller, editor, publisher, and ambassador, Walter Hines Page, who sold books and published magazines with an honest crusading zeal in his heart for the forgotten man, and with a great faith which should animate all booksellers: "I believe," cried Walter Hines Page, standing in the solid South where booksellers have cold pickings, "I believe in the perpetual regeneration of society, and in the immortality of democracy and in growth everlasting."

It isn't a wild drive this publisher is making into the South, because the South is waking up to a new and more interesting rebellion. The South is full of allies ready to welcome the liberal and progressive movement of the times, as Edwin Mims demonstrates in a book to be published next week called "The Advancing South."

If you really believe in the regeneration of society, the immortality of democracy, and growth everlasting, let me ask you how many books you are selling among the 11 millions of negroes in the United States. Let me tell you, they are waking up, too. They are beginning to be consumers of books all over the United States. They are beginning to be authors and publishers too. I recently served as judge on a literary contest of Negroes in which there were 1200 entries from every part of the United States. It is a nation-wide public. Do you know how to reach it?

Last fall my paper was asked to take part in the celebration of an annual children's book week. Now children form another nation-wide public which has been rather overlooked, except at Christmas. We replied that we celebrated children's book week by running a children's page every week in the year, in the theory that a healthy modern child can consume with ease and pleasure and profit at least one good book a week 52 weeks in the year. And I don't see how an adult, who hasn't stopped growing, can get along on less.

I am not a bookseller; but I am just as much interested in seeing books sold as if I were a bookseller. And so is every well-informed person here, because the cause of booksellers is the cause of mankind, it is the cause of advancing humanity advancing democracy. I will tell you one reason why I am interested. For seventeen years I was a teacher of college boys and girls from all over the middle west, and I estimated that a student who entered college from a home with a good bookcase in it had a head start of twenty years over the student who came from a home without books.

When I began to teach at the university twenty years ago, the university bookstore dealt in nothing but textbooks, and thousands of students went thru the university knowing nothing about contemporary literature. An enterprising fellow took hold of the store and made it a first class modern bookshop full of the fresh currents of contemporary life. His bookshop was as educational as any class on the campus. The students began to read. Reading is about all that one learns at college. At the end of seventeen years the undergraduates were such a well-read body that there wasn't much left that I could teach them. I was getting out of date and behind the times and out of touch with the younger generation in my own family. I saw that in such stirring times as ours the only way to keep up, was to read widely. And so two years ago I dropped teaching and went to New York and began to read and have been reading ever since; and I must say it's the most interesting thing I've done yet. I recommend you to try it.



# An A. B. A. Page

*News and Notes of the American Booksellers' Association*

Ellis W. Meyers *Executive Secretary*

1 Madison Ave., Metropolitan Tower, New York City

St. Louis Welcomes the Booksellers

**B**ACK on the job with a neatly sharpened row of lead pencils, a feeling that we had a great convention, and a number of new and one or two older plans.

Booksellers, please read this page each week. Thru it we can reach you at short definite intervals, and, in reaching you, can help you. An Association Bulletin of Advice (monthly) a weekly syndicated book review, a more expansive publicity campaign and an open and working Clearing House are being planned for you.

Of paramount importance is the resolution passed by the convention in which permission is given to the Executive Committee to inaugurate the Clearing House service as soon as they feel that we have enough business assured to make it self supporting. We have almost reached that point. A few more freight, express or parcels post shipments a week will find us ready to begin. We will surely be operating in time to take care of the fall rush.

Read the *Publishers' Weekly* of May 8. In it you will find a complete explanation of the workings of this plan. Let us know at once how much business you will send thru the center. Don't procrastinate. Send in your estimate today.

## Books Reviewed

To all booksellers who are in towns and cities where the newspapers have no book review section, this is addressed.

Are you too busy to do reviewing yourself? Will the papers print a weekly column if it is prepared for them? If so, we can supply the need.

We will syndicate a weekly column of reviews, headed by one from the *Saturday Review of Literature*, direct to you. You

may use the material in any way that you see fit. The cost to A. B. A. members is ten dollars for one year (52 weeks).

Let us know at once if you want this service.

## Member of the A. B. A.

We are making our name known thru-out the land—and we are making it something of which to be proud—thru such publicity as we received at the convention, particularly that due to Authors' Night at Field House and Authors' Hour over the radio; thru the columns of the *Saturday Review of Literature*; and thru our Telegraphic Delivery Service. There are other plans in the making and everyone ought to "tie up" to the national campaign in order to reap the benefits that will most naturally accrue. Decalcomania signs for your windows, fifteen cents each; electro-types, fifty cents each.

## Education

Because it is believed that if we are to continue as a profession a more complete knowledge of our work is essential, a series of lectures on bookselling in all of its phases is being prepared to be sold to those bookshop owners or employees who wish to add as much as possible to their knowledge. Each subject will be written by an authority—the course will start with elementary work and will progress as fast as the "students" wish to go. What do you think of the idea?

Please let us have an *immediate* definite reply to our request for your support of the Clearing House. The other matters mentioned here will be taken up one at a time and more definite information given. We are, however, ready to start the Center now, so let us know what use you will make of it.

# THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leyboldt

## EDITORS

R. R. BOWKER F. G. MELCHER  
62 W. 45th St., New York City

May 29, 1926

*I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.*  
—BACON.

## The Clearing House Plan

THE Booksellers' Association has done well to re-emphasize again the importance of the clearing house idea for the progress of the American booktrade and not to become discouraged because the membership showed insufficient interest in the first year of the discussion.

This machinery of book distribution, so firmly established in the great continental booktrades, ought to be of even more importance in a far flung country like ours. When a way is found to go ahead with the plan, all the book users of the country will be benefited. It is not a plan that is of importance to one part of the booktrade only or to one type of store, but has its benefits for all. The plan seemed so important when proposed in France that the city of Paris dedicated the land which had been used for an old public market to help the cause, and a successful French publisher gave up his own business to carry forward the work which was then organized with great efficiency and which now serves the whole French nation.

Books are not a type of merchandise that can be handled wholly in large shipments, even tho the bookstore does make its best profit on the books bought in quantity or in complete stock orders. The public expects to buy individual books that it hears of whenever and wherever it sees fit to inquire for them, and the publishers and booksellers have to cooperate in instituting a smooth-running machinery which will

take these books quickly and inexpensively to their potential purchasers.

The handling of small units of purchase must be inexpensively worked out, else the cost will make the business completely unprofitable and slow down its growth altogether. No one has yet proposed a better way than the clearing house method, by which, as in France, the bookseller can send his bunch of miscellaneous orders to the headquarters on uniform blanks, there to be scattered each morning to the publishers. If the bookseller does not know the name of the publisher, the clearing house can supply this service at a small fee. When the publisher receives his morning orders, they are laid out and billed and then sent with bills enclosed to the clearing house and there shipped to the retailers whenever the bookseller has directed in cases each week, twice a week or daily, and sent by freight or other methods. If the publisher could find most of his small packages going by this method thru one channel, the cost of delivery would be greatly decreased and he as well as the retailer would thus be the gainer by the method.

The clearing house is not a jobbing house, and in Leipzig and in Paris wholesale business operates side by side with the clearing house. It is a business that requires careful attention to detail, in order that the service may be fully satisfactory and employ all the economies that can possibly be obtained. Already England is discussing the same problems and the same solution, and just as England and America entered simultaneously into the net book system for the improvement of the trade, so it may be that they will enter simultaneously into this other trade improvement on the plan so carefully tested out in European centers.

## How Much Rent?

AN article in the current number of the *Harvard Business Review* re-analyzes the question of rent, and some of the statistics gathered will be of interest to the booktrade. The writer estimates that a fair rental for a "high class retail store" which carries large advertising would be 6% on the sales, while the high class retail store with little advertising



would be 8%. The rental percentages for department stores are considerably lower, and this would be naturally so, as the upper floors as well as the lower are averaged in, and the department store carries heavier percentage of advertising and management than does the usual retail store.

### Selling by Canvass

THE booktrade will find a discussion of special interest in the article on "The Economic Future of House-to-House Selling" by Everett P. Smith in the current quarterly issue of the *Harvard Business Review*. The canvassing method has been under fire lately, more particularly in the fields of general merchandise such as silk stockings, but the theme is always of interest to the booktrade, as it was one of the earliest industries to adopt this method, and some large businesses have been built up on this basis.

Mr. Smith believes that the house-to-house canvass is peculiarly adapted to certain types of selling and that it will always play its own particular part in business extension, especially in the introduction of new products. He points out three special characteristics of the canvassing method:

First, it is of value when the manufacturer or producer finds it of advantage to keep entire control of the selling and selling methods from production to ultimate customer. By the canvassing method the representatives can be carefully trained to present the sales argument in just the form the manufacturer chooses. The line of attack can be transferred from one type of potential customer to another or from one part of the country to another as suits the conditions.

Secondly, canvassing gives the opportunity for intensive salesmanship which is needed to close the contract for some lines of merchandise. No store can create the face-to-face conditions such as we established once the canvasser has been admitted to an interview with a householder.

Thirdly,—and Mr. Smith especially emphasizes this point—the canvassing method allows for educational work that the retailer cannot afford properly to do. Such educational work is needed for intro-

ducing new articles and for broadening the market for established merchandise.

The reasons that lead to selling books by canvass embody something of all three of these conditions. If the publisher controls his plan of marketing, he is enabled to set up an intensive salesmanship atmosphere. By having highly trained canvassers, he is able to educate the public to buy something that they did not have in mind when the canvasser came or had only slightly in their minds as a possible purchase.

The article selected for canvass cannot be of too small a price unless there is a good chance of the sales being frequent; otherwise, the canvasser's day would not produce enough to make it worth while. It must be of sufficiently broad appeal, so that there is an opportunity to complete a fair percentage of sales per call. If, for instance, the canvasser for a \$50 reference set averages one sale for every ten calls and ten such visits could be arranged in a day, the probable return to the canvasser can be fairly accurately reckoned. If a good salesman has a lower average, the set should be a higher unit of price.

The well-trained canvasser of good book merchandise is likely to help the market for other books which the customer is likely to buy at the store, and this has often been pointed out by the big house-to-house selling firms. For every set of children's literature sold, there may be ten households that have heard the canvasser's story about the need of better reading in the home, and such a talk, carefully prepared as it is, cannot but have its effect.

One advantage that the canvasser has over the local bookseller is that he is apparently in the house for just a single visit, and a decision can be urged at once. The bookseller is often told by his customers, after much time has been spent in canvass, that the decision will be postponed until another call. In many respects, the local bookseller has great advantages, as he can appeal to people on local pride; he is a taxpayer; and the customer enters his store of his own volition. However, some of the benefits of intensive preparation and of educational work for large units of sale which are characteristics of canvassing might well be adopted by the retail store.



# The Book Habit

*An Inquiry in Four Parts*

Ted Robinson

*The Cleveland Plain Dealer*

## III. "He Inherits His Taste."

YOUNG Edward Shockey was a schoolmate of our son's; and sometimes Jack would go over to see Edward and stay a bit too late, or Edward would come over to see Jack when he was supposed to be somewhere else, and telephone calls between the mothers would eventuate, and that was how we came to know the Shockeys. So one evening we called on them.

During the evening, Edward wandered away from his studies and was presently thumping on the piano in the next room to that in which we were sitting. "Stop that noise, or else play decently!" ordered Mr. Shockey. The boy dashed off a spirited air, and then wandered away again.

"He plays very well," said I.

"Oh, he could play if he would," acknowledged his mother. "He has never had any lessons—he just takes to it naturally. You see I have always played, and Edward's father is musical, too—so I suppose Edward couldn't help being a natural musician. It's inherited."

"Do you think," I asked, "that musical ability is hereditary?"

"I don't see how there can be any doubt about it." Mrs. Shockey had evidently given this matter some thought, and she proceeded with an *argumentum ad hominem*.

"Just stop and think of your own boy's case," she said. "Edward is always tell-

ing us about how smart Jack is in his English studies. He says Jack writes the best compositions in school, and that he has read everything, and is the editor of the school paper, and that everybody in school believes that he will be an author when he grows up."

"Well, Jack could hardly help being bookish," I began; but Mrs. Shockey interrupted me triumphantly.

"That's just what I was getting at," she said. "Jack inherits literary ability from you—that's plain enough. You are a great reader and a professional writer. And your boy inherits that kind of brain. Whereas my boy never reads anything, and can't even write a decent letter. He won't have anything to do with books. But he plays the piano well, without instruction. Does Jack play?"

"No, he doesn't know one note from another."

"Do either of you play?"

"No, we are an unmusical pair, I fear."

"There! If you want proof that these things are inherited, you don't need to go any further than our two families. Now, I think it would be absolutely futile to try to make Jack musical, or to make Edward literary. They weren't born that way."

She had made out her case, and the question was closed. Albert Wiggam himself could be no more cocksure that he had said the last word on heredity. But I



shook my head and grinned. Mrs. Shockey was surprised.

"Can't you see it?" she demanded.

"I see it all," I replied. "You have clarified things wonderfully. You have demonstrated that heredity has nothing whatever to do with it."

"Now you're joking."

"I am perfectly serious, Mrs. Shockey. Let me ask you—what has Edward done with himself on rainy days for the last eight years—or since he was six? I mean on days when he has had to stay in the house without companionship of his own age?"

"Why—whatever most children do, I suppose. He has played with his toys, and wandered around and got in the way, and begged to go out, and banged on the piano till he drove me crazy—you know how kids do."

"But he hasn't spent much of his time reading?"

"No. As I told you, he doesn't like books."

I looked around the apartment. There were a few magazines on the table, but there wasn't a book in sight. Not a book-case among all the pretty bits of furniture.

"And," I continued, "even if he had been inclined to look at books for a change, he wouldn't have had much chance, would he?"

Mrs. Shockey laughed. "We're no readers in this house, that's a fact," she said. "But you see if Edward had ever had a liking for books and had asked for them, he'd have had plenty to read. We should have bought him lots of books, if he had wanted them. We always ask him what he wants for Christmas, and he has a lot of things to ask for. But if we suggest a book or two, he makes a face and says, 'Aw, spend the money for something that's some fun!'"

I let this pass, and went on:

"So he played with his toys and—banged on the piano. It was on such days, I suppose, that he developed without instruction an ability to play as well as he does."

"Of course. He just took to it naturally."

"Exactly. Now Mrs. Shockey, consider the case of our boy. Our house is

crowded with books. As you say, I am a professional book man. We have always been hard put to it to find shelf room or wall space for the cases. We save some wall space by not having a piano, for we are not musical. And on rainy days, for the past eight years, Jack has played with his toys, complained about not being able to go out, wandered about the house—and looked at books. You see, he was driven to books in self-defense, just as Edward was driven to the piano. He has grown up in a library, and whether he liked it or not, books have been his familiar companions."

"But he liked it."

"A child makes friends with the first things at hand."

"You mean to infer—"

"It is quite plain, I think. If Jack had grown up in your house, he would have been a pianist. If Edward had grown up in our house, he would have been a reader of books. Environment, Mrs. Shockey, is the whole thing, and heredity has very little to do with the case."

Here Mr. Shockey came to his wife's defense.

"That's all very well," he said, "but sometimes it works the other way. I have a friend who is a professional musician. His wife is an author. Their son has grown up in the atmosphere of books and music. But he is interested in nothing but machinery. He is unliterary and unmusical, and his parents are going to send him to a technical school. Where's your environment there?"

"Well, where's your heredity? I know there are such cases—cases of genius, which is a mysterious thing. But I'm not talking of freaks, 'sports,' supernormal individuals. I am merely saying that you have never given your boy the opportunity to discover whether he liked books or not. And we have never given our boy the chance to develop any latent musical ability he may have inherited from a remote ancestor. If you had a library, Edward would probably have read more than he has, and consequently would be fonder of reading than he is."

Then the discussion took another tack, and presently we came away. The inquiry was rounding itself out.

# Sale of Williams Collection of Signers

By Frederick M. Hopkins

THE historical library of Dr. George C. F. Williams of Hartford, Conn., including books and pamphlets relating to the Revolutionary War, and a full set of the autographs of the Signers of the Declaration of Independence, was sold at the Anderson Galleries in four sessions, May 17 and 18, 879 lots bringing \$74,112. The set of Signers as described here brought \$37,688.50. This set had some notable letters but on the whole was very much inferior to the Manning set sold at the same galleries, January 19 and 20 which brought \$46,925.50. A tabulation of the Danforth set sold in Philadelphia in 1912 for \$14,873.50, and the Thomas set,

also sold in Philadelphia, in 1922, for \$26,502, together with the Manning set, was printed in the *Publishers' Weekly* January 30.

A comparison of the prices that were realized for the Williams items can be easily made with the three great collections mentioned. The star lot, of course, was the document signed by Button Gwinnett which brought \$19,000. A duplicate in-laid Gwinnett signature sold for \$10,500. The sale was well attended and the bidding showed a wide interest in the autographs of the Signers, and the general result was all that the most optimistic had any right to expect.

ADAMS (JOHN). A.L.S., 2 pp., 4to, Quincy, March 18, 1817, to Col. John Trumbull. \$350.

ADAMS (SAMUEL). D.S. 2 pp., folio, in-laid. One of the most important and daring resolutions leading to the Revolutionary War. \$560.

BARTLETT (JOSIAH). A.L.S., 1 p., folio, September 28, 1781. Fine war letter written after Benedict Arnold's raid on the Connecticut coast. \$160.

BRAXTON (CARTER). A.L.S., 1 p., 4to, in-laid. August 25, 1792. To James Browne on financial matters. \$135.

CARROLL (CHARLES, OF CARROLTON). A.L.S., 4 pp., 4to, May 31, 1779. Fine letter on the work and personnel of Congress. \$380.

CHASE (SAMUEL). A.D.S., 16mo, mounted. Baltimore, October 1, 1808. Note for \$875. \$11.

CLARK (ABRAHAM). A.D.S., 1 p., 12mo, in-laid. April 18, 1776. Order for payment of military stores. \$250.

CLYMER (GEORGE). D.S., 1 p., 16mo, July 16, 1776. Order for work done at Fort Island. \$45.

ELLERY (WILLIAM). A.L.S., 1 p., 4to, mounted. Newport, January 3, 1771. \$25.

FLOYD (WILLIAM). A.D.S., 1 p., 16mo, Philadelphia, March 24, 1783. Receipt for expenses in attending Congress. \$30.

FRANKLIN (BENJAMIN). A.L.S., 2 pp., 4to, Philadelphia, December 2, 1762. \$510.

GERRY (ELBRIDGE). A.L.S., 1 p., folio, Cambridge, January 13, 1789. Written immediately after the adoption of the Federal Constitution. \$45.



GWINNETT (BUTTON). D.S., 1 p., folio, with endorsement on back. July 8, 1774. \$19,000.

HALL (LYMAN). A.L.S., 2 pp., small 4to, Stratfield, August 9, 1750. Letter to Ezra Stiles, then tutor at Yale. \$270.

HANCOCK (JOHN). A.D.S., 1 p., folio, mounted. In Congress, November 30, 1775. Signed as President of Congress. \$95.

HARRISON (BENJAMIN). L.S., 2 pp., 4to, Baltimore, February 1, 1777. Unpublished war letter, signed by Benjamin Harrison, Richard Henry Lee, William Hooper and Robert Morris, all members of the Committee of Secret Correspondence of Congress. \$460.

HART (JOHN). Signatures on four New Jersey notes, 1776. \$28.

HEWES (JOSEPH.) A.L.S., 2 pp., 4to, Edenton, October 7, 1775. In regard to preparation for war. \$1,000.

HEYWOOD (THOMAS, JR.). A.D.S., 1 p., folio, Charlestown, July 2, 1771. \$25.

HOOPER (WILLIAM). A.L.S., 2 pp., folio, with franked address. August 17, 1776. Fine 1776 letter. \$390.

HOPKINS (STEPHEN). D.S., 1 p., 16mo, inlaid. September, 1763. Order signed as governor. \$10.

HOPKINSON (FRANCIS). Colonial currency signed, Act of March 20, 1771. \$10.

HUNTINGTON (SAMUEL). D.S., 1 p., small 4to, mounted. New Haven, March 15, 1777. Summons in a suit. \$30.

JEFFERSON (THOMAS). A.L.S., 3 pp., 4to, inlaid, Paris, June 1, 1789. To John Trumbull, the artist. \$140.

LEE (FRANCIS LIGHTFOOT). A.L.S., 4 pp., 4to, inlaid, Baltimore, February 28, 1777. Fine historical letter. \$460.

LEE (RICHARD HENRY). A.L.S., 2 pp., 4to, New York, October 22, 1785. Signed while President of the Continental Congress. \$210.

LEWIS (FRANCIS). Cut signature. \$25.

LIVINGSTON (PHILIP). A.L.S., 2 pp., 4to, inlaid. New York, February 5, 1770. To his daughter Mrs. Catharine Van Rensselaer. \$200.

LYNCH (THOMAS, JR.). Autograph signature "T. Lynch Jr." written on the back of an engraved frontispiece to "The Tragedies of Sophocles." \$5,200.

McKEAN (THOMAS). A.L.S., 2 pp., 4to, Philadelphia, July 16, 1811, to John Way. \$50.

MIDDLETON (ARTHUR). A.L.S., 2 pp., 12mo, n. p. and n. d. to Mr. Walsh. \$2,700.

MORRIS (LEWIS). D.S., 2 pp., folio, inlaid, New York, June 4, 1789. Early New York certificate of election. \$140.

MORRIS (ROBERT). A.L.S., 1 p., folio, Philadelphia, September 2, 1775. In reply to Washington's urgent appeal for powder. \$45.

MORTON (JOHN). Signature on Colonial Currency. Act of April 3, 1772. \$6.00.

NELSON (THOMAS). L.S., 1 p., small 4to, Richmond, July 19, 1781. Fine war letter. \$130.

PACA (WILLIAM). A.D.S., 2 pp., folio, February 4, 1768. Petition for a summons. \$10.

PAINE (ROBERT TREAT). A.D.S., 1 p., small slip inlaid, Bristol, May 26, 1766. Signed as justice of peace. \$35.

PENN (JOHN). A.L.S., 1 p., 4to, Hillsborough, September 20, 1780. To Maj. Gen. Gates. \$420.

READ (GEORGE). A.L.S., 3 pp., 4to, inlaid, Newcastle on Delaware, May 26, 1774. In regard to Delaware's action towards Revolution. \$460.

RODNEY (CAESAR). A.L.S., 1 p., 4to, Dover, June 24, 1778, to the Delaware General Assembly. \$160.

ROSS (GEORGE). A.D.S., 2 pp., folio, inlaid, October 1, 1756, declaration of judgment. \$16.

RUSH (DR. BENJAMIN). A.L.S., 8 pp., 4to, Princeton, April 20, 1778. In regard to the condition of the country and its financial condition. \$375.

RUTLEDGE (EDWARD). A.L.S. 2 pp., folio, Philadelphia, July 20, 1776, giving one of the clearest accounts of the first attack on Charleston. \$850.

SHERMAN (ROGER). L.S., 2 pp., 4to, inlaid, Philadelphia, August 2, 1775. \$100.

SMITH (JAMES). A.L.S., 1 p., folio, inlaid, York, September 20, 1785, to Jasper Yeates, the famous jurist.

STOCKTON (RICHARD). A.L.S., 2 pp., 4to, inlaid, Princeton, January 27, 1770. To James Parker, one of the Provincial Council. \$525.

STONE (THOMAS). D.S., 1 p., on small slip mounted, January 23, 1782, receipt for money. \$24.

TAYLOR (GEORGE). D.S., 1 p., 12mo, mounted, January 1, 1775, signed as a witness on a note. \$190.

THORNTON (MATTHEW). D.S., 1 p., 16mo, Exeter, September 20, 1776. Order for payment to Dr. Josiah Gilman, as weigher. \$50.

WALTON (GEORGE). A.L.S., 2 pp., folio, inlaid, Virginia, P. Edward, April 22, 1777. In regard to disbursements for recruiting service. \$165.

WHIPPLE (WILLIAM). A.L.S., 3 pp., 4to, inlaid, Portsmouth, July 17, 1775. In regard to the attitude of various Indian tribes. \$235.

WILLIAMS (WILLIAM). A.L.S., 4 pp., 4to, Lebanon, October 1780. Telling of the capture of Charlestown and the surrender of Gen. Lincoln. \$315.

WILSON (JAMES). D.S., 1 p., folio, June 14, 1794, bond for £1,000. \$22.50.

WITHERSPOON (JOHN). A.D.S., 1 p., 12mo, New York, October 12, 1790, receipt. \$110.

WOLCOTT (OLIVER). A.D.S., 1p., small 4to, Litchfield, January 29, 1770. Order for payment of school money. \$21.

WYTHE (GEORGE). D.S., with a four line opinion in his autograph, 2 pp., folio, Cumberland, September 1, 1772. Petition signed by Lord Dunmore, and others. \$210.



# Copyright Up to Committee

THE Patents Committee of the House, which held hearings on the Vestal Copyright Bill in April, report that the long records of its sessions will be finally in print by about Saturday of next week. In the ordinary course of events, this would mean that, with the material then in hand, the question of bringing the bill into the House will be up to Committee vote.

A good many of the grave difficulties in the music field were straightened out by the Committee before the hearings ended, especially by the important compromise suggested in the field of mechanical music, a compromise which would give the composer full control in establishing the rate of the first contract, but would permit, as at present, compulsory license to other makers of mechanical music after one publisher had made his contract.

If the music difficulties have been straightened out, the chief thing standing in the way of progress toward entrance into the International Copyright Union will be the opposition of the American Library Association. They still favor the Perkins Bill, tho no hearings have been held on it this year.

As the difference that has brought about the library opposition may be the deciding factor in preventing progress this year, the point of divergence may be restated:

Copyright principles and copyright law give to the creator, whether individual or corporation, the exclusive right to the profitable use of his creation. Copyright principle also gives to such creator the right to subdivide his property, so that he may make more profitable use of it. This is not only to the advantage of the owner of the copyright but of advantage to the public, as there is thus produced a wider and better use of the material; that is, the author or composer can assign separately rights such as book rights, serial rights, dramatic rights, etc. Still another feature of copyright is of first importance to the author and similarly to the public, and that is the right to sell copyright geo-

graphically divided; English rights to one firm, European to another, American to another, and Canadian to another. It is on this point that the librarians disagree with the other interests who have been sitting in the Copyright Revision Committee.

The copyright bill, introduced by Mr. Perkins, gives this right of geographical division to the American author but denies it to the English author. The librarians argue that, if the English author has this right and can thus assign the exclusive right to the American market to an American publisher, they will be greatly discommoded in obtaining books, as they could not easily tell when they see a book advertised whether or not there is an American publisher from whom it can be obtained. The publishers have argued that the question of slight inconvenience to the librarians is not so important as sound copyright and that to deny an English author the obviously just right to subdivide his market to his own advantage means less of his books sold in this country and therefore less of them read.

The book publishers, and naturally the printers, who have made considerable sacrifice of their interest in abandoning the manufacturing clause and are therefore desirous to do as much to encourage the purchase of American editions as possible, have pointed out that the Vestal Bill does not, as is so carelessly stated at times in the press, deny importation of books; in fact, either books in foreign languages or books of English authorship, the rights of which have *not* been assigned to an American publisher, can come in freely, and, when they *have* been assigned to an American publisher *but not manufactured* here, they still have the open right to enter. If, however, an English author has, of his own volition, and in order to get a wider reading, assigned this market here and someone has invested in the book's production, it makes a travesty of copyright, argues the publishers, to say that anyone, whether for use or for sale, can continue to freely bring in the editions from other countries as the Perkins Bill provides.

## Book Prizes for General Federation

AT Atlantic City thousands of women are gathered together in the eighteenth biennial convention of the General Federation of Women's Clubs, with meetings lasting from May 25th to June 4th. Of particular interest is the report of the Division of Literature, with its able chairman, Mrs. L. A. Miller of Colorado Springs. This division is part of the Department of Fine Arts.

On Saturday evening of this week Mrs. Miller delivers an address on "Literature As an Aid to the Fine Art of Living." Those who heard and met Mrs. Miller at the Booksellers' Convention in Chicago last year will understand her broad point of view on the functions of literature in American life. On Saturday afternoon there is a discussion on "The Place of the Theater Among the Arts" by Edith R. Isaacs, editor of the *Theatre Arts Monthly* and one on "The Play's the Thing" by Barrett H. Clark.

One of the special features of the work of the Division of Literature in the past year was the countrywide support of Children's Book Week, and prizes were awarded for the best evidence given thru newspaper clippings of the community's cooperation in the Children's Book Week movement, especially on the ownership of books. The National Association of Book Publishers cooperated with the Division offering prizes, and Marion Humble was present on Saturday morning, the 29th, to make the awards. The first prize of \$50 went to the Fortnightly Literary Club of Toppenish, Wash., a town of 3,200 population. The prize was received by Mrs. L. G. Goodrich, state chairman of literature for the state of Washington. The second prize of \$25 went to the Woman's Club of Cedarburg, Wis., with a population of 2,000. The prize was received by Harriet Long, state chairman of literature for Wisconsin. Honorable mention for good Book Week publicity and results achieved was given to the Woman's Community Club, Zelienople, Pa., the Woman's Club, Colorado Springs, Colo., the Book Lovers' Club, Cookeville, Tenn., and the Junior Woman's Club, Mt. Sterling, Ky.

Prizes were also offered by E. P. Dutton & Company for the best selection of

50 titles for a home library, drawn from 760 titles of *Everyman's Library*. Miss Helen Ward was present at the session to make these awards, and they were announced as follows: 1st prize, \$100, Mrs. George Unnewehr, Berkeley, Cal., 2nd prize, \$50, Mrs. William W. Hill, Winchester, Mass.; 3rd prize, \$25, Miss Annie Walton, Sterling, Kansas; 4th prize, \$15, Miss Margie Helm, Bowling Green, Ky.; 5th prize, \$10, Mrs. R. L. Beckwith, Ovid, Mich. There were seven to win Honorable Mention, to each of whom will be awarded five volumes of the *Everyman's Library* in the leather bound edition.

On the same day, at 4:30, at Vernon Hall, literary vespers were conducted, which included a poets' hour, at which distinguished convention guests were present.

## Radio To Honor O. Henry

IN memory of William Sidney Porter, better known as O. Henry, America's master short story writer, station WOR, in cooperation with Doubleday, Page and Company and the Fox Film Company, will give an O. Henry program over the radio on the evening of Saturday, June 5th, the sixteenth anniversary of his death. William Johnston, the Ideas Editor of the New York *World*, who was one of O. Henry's editors and best friends, will tell something about the life of the chronicler of Bagdad-on-the-Subway. Horace J. Taylor will read some of O. Henry's most famous stories among them "A Retrieved Reformation" and "A Little Speck in Garnered Fruit."

Joseph Barnett will sing a group of Texas cowboy songs which O. Henry used to sing when he was a member of a quartette in Austin, also a group of songs of New York and "The Crucible," the only poem O. Henry ever wrote. The Fox Film Company will give a radio dramatization of "Girl," one of the O. Henry stories which they will produce on the screen, and there will be special incidental music by the Max Jacobs orchestra.

Bookstores are planning a special emphasis on O. Henry books to test out the value of radio publicity. In connection with the program, Doubleday, Page & Company have offered to send a booklet biography of O. Henry to any who request it.



## "American Mercury" Wins Injunction

FEDERAL JUDGE MACK granted an injunction on May 11 restraining Postmaster General New and Postmaster Kiely from enforcing the order barring from the mails the April issue of the *American Mercury* in which Herbert Asbury's article, "Hatrack" appeared. On April 8th, thru the Associated Press, the publishers were told that the magazine could not be mailed; this was, however long after the issue had gone out. Protest in Washington April 15th brought no release, and the publishers proposed to have the proceedings reviewed in the Federal Court. Their protest was that they were being attacked in their property rights by an irresponsible man, and that this attack was made because of his disapproval of their general editorial policy rather than on any salaciousness of the article mentioned.

Judge Mack said: "I may be wrong, but I have some pretty strong opinions of the right of freedom of the press and the censorship of average human beings." Arthur Garfield Hays was counsel for the publishing corporation.

One aspect of the legal case against the April issue of the *American Mercury* that deserves especial comment, that the decision in the Federal District Court of Boston, given on April 14th by Judge James M. Morton, Jr., must be interpreted as a general stay against unofficial societies in the prosecution of the law.

In the *American Mercury* of September, 1925, A. L. S. Wood, of the Springfield *Union* denounced this system as an infringement of the rights of citizens, and the publishers of the *Mercury* think that this criticism made them especially open to reprisal from Rev. J. Frank Chase of the Watch and Ward Society of Boston who demanded the suppression of the *Mercury*.

Soon after the April number went on sale in Boston, reports came to the publishers that the April issue was likely to be banned, and the newspapers for March 30th reported that Mr. Chase had warned magazine distributors to withdraw the number. On March 31st, a news dealer was arrested in Cambridge. No notice, however, was received by the publisher.

On April 5th, still lacking any direct notice of the suppression, the editor went to Boston and sold a copy of the magazine on the Boston Common to Mr. Chase. The trial was on April 6th; the case was dismissed on April 7th by Judge Parmenter.

The publishers announce that they do not intend to capitalize the publicity that has flowed out; that, while they might have printed and sold a great many extra copies of the April issue, they have not printed one, nor have they increased the printing order for May above normal.

On the general situation, the opinion of Judge Morton is of interest:

"The important question," he said, "is whether the course of conduct of Mr. Chase and the Watch and Ward Society is a legal course of conduct. May an unofficial organization, actuated by a sincere desire to benefit the public and to strengthen the administration of the law, carry out its purpose by threatening with criminal prosecution those who deal in magazines which it regards as illegal, the effect being, as a practical matter, to exclude such magazines from sale thru ordinary channels and thereby to inflict loss upon their proprietors?"

## Books on the Arctic

FEW events in exploration have received so much front page publicity as have the two trips across the Polar regions, both happening within so short a space of time. These dramatic events have set many people again to reading the literature of the Arctic and have given an opportunity for connecting by window displays the books with the events.

The literature of Arctic exploration is extensive, and some of the best books have been added within a space of a year and are currently found on the bookstore counters. By using newspaper and magazine clippings in window displays, even tho the demand promptly makes necessary the removal of the stock from the window, the bookseller has an unusual chance to show the connection between his book supply and current events. Some of the books that have been most to the front are:

Amundsen and Ellsworth. "Our Polar Flight." 1925. Dodd. \$5.

Mittleholzer and others. "With Airplane Towards the Pole." 1925. *Houghton*. \$4.

McMillan. "Four Years in the White North." 1925. *Medici Society*. \$4.

Stefansson. "The Friendly Arctic." *Macmillan*. \$6.50.

Nansen. "Hunting and Adventures in the Arctic." 1925. *Duffield*. \$4.

Crump. "Boys' Book of Arctic Exploration." 1925. *Dodd*. \$1.75.

## Department Store Costs for 1925

THE statistical figures of department store cost, which are annually gathered by the Harvard Business Bureau, were released this month in preliminary form at the congress of the National Retail Dry Goods Association at Niagara Falls and are herewith reprinted from the pages of the *Retail Ledger*. As the importance of these figures are recognized, it becomes increasingly possible for the Harvard Bureau to get accurate and helpful figures from a wide number of stores, and the number of reports received from department stores this year totals 600.

Figures are also gathered for departmentized specialty stores, whose cost of doing business is 30.6%, but these are not herewith reprinted, being of less significance to the booktrade. It will be noticed that the "mark-down" figures are given, that is, to have a gross margin of 32.2% and to still have a 7% mark-down the average discount received would have to be 39.2%. In some departments such as women's wear, this necessary mark-down would reach as high as 15%. These margins in most lines are higher than in book departments.

The total expense of larger department stores is slightly less than in 1924, when the figure was 30.1%, but it is well above the 1923 figure, which was 28.4%. The gross margin is 1/10 of 1% higher than 1924 and 2/10% higher than 1923. The net profits of the larger stores amount to 2.3% compared to 2% in 1924 and 3.6% in 1923. The figures for stock turnover are not included in this preliminary report, but these were 3.5% in 1924 and

3.7% in 1923. These figures as a whole give a distinctly healthy picture of trade conditions.

## DEPARTMENT STORE COSTS FOR 1925

	Department Stores Net Sales	
	\$1,000,000 and over	Less than \$1,000,000
*Number of reports used in preliminary tabulations..	140	160

Salaries and wages .....	16.0%	14.9%
Rentals .....	3.0	2.5
Advertising .....	3.1	2.2
Taxes .....	0.5	0.65
Interest .....	1.9	2.5
Supplies .....	1.3	0.75
Service purchased .....	0.6	0.75
Unclassified .....	1.0	1.0
Traveling .....	0.5	0.4
Communication .....	0.3	0.3
Repairs .....	0.25	0.2
Insurance .....	0.3	0.55
Depreciation—		
Losses from bad debts..	0.25	0.3
Other depreciation ....	0.7	0.65
Professional services ....	0.2	0.15
Total expense .....	29.9%	27.8%

Gross margin .....	32.2	28.3
Net profit .....	2.3	0.5

Mark-downs (exclusive of discounts allowed employees and others, and stock shortages and shrinkages) .....	7.0	7.3
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## \*Number of reports for the year 1925:

Department stores—  
Sales of \$1,000,000  
and over—Received 185; used above 140

Department stores—  
Sales less than  
\$1,000,000 ..... 415; used above 160



# The Weekly Record of New Publications

**T**HIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case word "apply" is used. When not specified the binding is "cloth."

Imprint date or best available date, preferably copyright date in bracket, is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

**Aldanov, Mark Aleksandrovitch Landau-**

The ninth thermidor; tr. by A. E. Chamot. 384p. D c. N. Y., Knopf \$2.50  
The first part of an historical trilogy, "The Thinker," translated from the Russian, which embraces the period between 1793 and 1891.

**Baker, Samuel**

Structural drawing. various p. diagrs. O (Internat'l lib. of technology, 447) '25 c. '24, '25 Scranton, Pa., Internat'l Textbk Co. \$3.25

**Beaconsfield, Benjamin Disraeli, 1st Earl of,**  
Ixion in heaven; il. by John Austen. 72p. il. (pt. col.) D [25] N. Y., Holt \$1.75

Picturing a very Victorian heaven where the goddesses, like our grandmamas, indulge in paper toys, albums and dangerous flirtations.

**Beebe, William, i.e. Charles William**

The Arcturus adventure. 458p. il. (pt. col.) maps O c. N. Y., Putnam \$6

An account of the New York Zoological Society's first oceanographic expedition on board the Arcturus, a floating laboratory, which journeyed to the Sargasso Sea and the Galápagos region of the Pacific and made many interesting discoveries.

**Benson, W. A. S.**

Drawing: its history and uses. 144p. il. D '25 N. Y., Oxford \$2.25

**Blackstone, Harriet, comp.**

The best American orations of today [new and enl. ed.] 395p. O [c. '03, '26] N. Y., Noble & Noble \$2

Containing recent addresses of such well-known public men as Charles E. Hughes, S. Parkes Cadman, Calvin Coolidge, Gifford Pinchot, John Grier Hibben, Stephen S. Wise and others.

**Bordonaro, Peter L.**

Dr. Gould, or Souls in despair, and The

story of a criminal. 91p. il. O [c. '26] Bost., Christopher Pub. House \$1.50  
Two long short stories.

**Bowles, Ella Shannon**

Practical parties. 88p. D [c. '26] N. Y., Womans Press bds. \$1  
Suggestions for entertainments and parties of all kinds, both for children and grownups.

**Broadhurst, Thomas W.**

Evangeline; a play in twelve tableaux, a prologue and an epilogue; based on the poem of Longfellow. 102p. D (French's standard lib. ed.) c. '26 N. Y., S. French pap. 75 c.

**Bromley, Albert J.**

Snowshoe Al's bedtime storries fer grown-up guys; with interduction by Richard Henry Little. 108p. il. O [c. '26] Chic., Contributors' Guild, 626 S. Clark St. \$1.50

A funny book, which is also a satire on the frailties and follies of our time.

**Brown, J. Tom**

Among the Bantu nomads; introd. by A. R. Radcliffe-Brown. 272p. il. O '26 Phil., Lip-pincott \$6

A record of forty years spent among the Bechuana of South Africa.

**Brown, James Lafayette**

Printed thoughts [essays and poems]. 161p. il. D [c. '25] Tuckerman, Ark., Author \$1

**Budge, Sir E. A. Wallis**

Babylonian life and history. 296p. (bibl.) il. O '26 N. Y., Revell \$3.75

**Buxton, L. H. Dudley**

The peoples of Asia. 259p. il. O (Hist. of civilization) '25 c. N. Y., Knopf \$4.50

**Abel, James Frederick**

Recent data on consolidation of schools and transportation of pupils. 28p. O (U. S. Bur. of Educ. bull. no. 22) '25 Wash., D. C. Gov't Pr. Off.; Sup't of Doc. pap. 5 c.

**Baldwin, Thomas Williams, comp.**

Vital records of Dana, Mass., to the year 1850. 66p. O '25 [Bangor, Mo., Burr Pr. Co.] apply

**Barton, Larry I.**

Refining metals electrically. 421p. (12p. bibl.) il., diagrs. O '26 Cleveland, O., Penton Pub. Co. apply

**Bellamy, Frederica Le F.**

The jongleur's story; a history and demonstration of religious drama. 41p. S [c. '26] N. Y., Womans Press pap. apply

**Carnegie Library School Ass'n.**

Arbor Day in poetry. 61p. O '26 N. Y., H. W. Wilson pap. apply

Easter in poetry. 54p. O '26 N. Y., H. W. Wilson pap. apply

Mother's Day in poetry. 49p. O '26 N. Y., H. W. Wilson pap. apply

**Byrne, M. St. Clare**

Elizabethan life in town and country. 294p.  
il. D '26 c. Bost., Houghton \$2.50

**Cadwallar, Carrie V., comp.**

English prose and poetry. 73p. D '26 c. '25  
Phil., Franklin Pub. & Supply Co. 60 c.

**Caldwell, Otis William, and Eikenberry, William Lewis**

Elements of general science, with experiments; new ed. 615p. il. (pt. col.) maps. diags. D [c. '26] Bost., Ginn \$1.68

**Cellini, Benvenuto**

The life of Benvenuto Cellini; tr. by John Addington Symonds [new popular ed.]. 518p. il. D '26 N. Y., Scribner \$2.50

**Cervantes Saavedra, Miguel de**

Don Quixote; ed. and abridged by Susan S. Sheridan. 495p. (bibls.) front. D (Modern readers' ser.) c. N. Y., Macmillan \$1.25

The ingenious gentleman Don Quixote of La Mancha; tr. by John Ormsby; introd. by George Edward Woodberry; 2 v. various p. O (Borzoï classics) '26 N. Y., Knopf buck. \$7.50 set

**Chambers, E. K.**

Shakespeare: a survey. 336p. D '26 N. Y., Oxford \$2.50  
Introductory essays to the plays of Shakespeare, written for the general reader.

**Chaucer, Geoffrey**

The book of Troilus and Criseyde; ed. from all the known manuscripts by Robert Kilburn Root. 661p. (bibl. footnotes) O c. Princeton, N. J., Princeton Univ. Press \$6  
A text of Chaucer's poem, prepared by a professor of English in Princeton University after a painstaking line by line comparison of sixteen manuscripts written in the fifteenth century.

**Chesterton, Mrs. Cecil**

In darkest London. 255p. front. (por.) D ['26] N. Y., Macmillan \$1.75  
Showing the difficulties encountered by women in getting employment when they approach business without reference or status of some sort, armed only with a willingness to work.

**Cotton, Edward H.**

Teodoro Roosevelt, l'Americano; introd. by Corinne Roosevelt Robinson. 210p. (4p. bibl.) front. (por.) D [c. '26] Bost., Beacon Press pap. \$1

A biography in Italian; published also in an American edition, in cloth, at \$1.50 and in an Italian-American edition, cloth, \$2.

**Crile, George Washington**

A bipolar theory of living processes; ed. by Amy F. Rowland. 420p. (22p. bibl.) il. diags. (pt. col.) O c. N. Y., Macmillan \$5

**Crow, Carl**

Handbook for China; 4th ed. 382p. maps T '26 N. Y., Dodd, Mead flex. cl. \$2

**Davis, Thomas Frederick**

History of Jacksonville, Florida, and vicinity, 1513 to 1924. 502p. il. maps O ['26] St. Augustine, Fla., Florida Historical Society \$5

**De Forest, Emily Johnston [Mrs. Robert W. De Forest]**

James Colles, 1788-1883; life and letters. 313p. il. O c. [N. Y., Author, of Washington Square] bds. priv. pr.

**De Luca, Angelo**

The poet's midnight serenade [lim. ed.]. 71p. D c. [N. Y., B. Hauser B'k Shop, 1285 Fifth Ave.] bds. \$2  
A book of poems.

**Dement, N. Eleanor**

The story of an unfamed hero. 366p. front. D c. Milwaukee, Morehouse Pub. Co. \$2  
A novel of prison life, whose hero, "Little Buck," is a boy imprisoned for his first crime. The author is the daughter of a former warden of the Joliet, Ill., state prison.

**Dennis, Alfred Pearce**

The romance of world trade. 493p. il. maps O (Amer. business ser.) [c. '26] N. Y., Holt \$4  
Dealing not so much with the facts of world trade as with the invisible influences which lie behind these facts.

**Fabre-Luce, Alfred**

The limitations of victory; tr. by Constance Vesey. 368p. O [c. '26] N. Y., Knopf \$4  
A survey of the causes and results of the World War.

**Fletcher, Joseph Smith**

The Cartwright Gardens murder. 272p. D '26 c. '25, '26 N. Y., Knopf \$2  
The beautiful Lady Cheale is suddenly implicated in a strange case of poisoning.

Green ink, and other stories. 343p. D [c. '26] Bost., Small, Maynard \$2  
Stories of mystery, adventure and love.

**Franks, Rev. Pius**

Mother love; a manual for Christian mothers; rev. by a Capuchin father of St. Augustine's province. 692p. il. T [c. '26] N. Y., F. Pustat \$1.50; lea. \$2.25

**Fuess, Claude Moore**

The Andover way. 335p. il. D [c. '26] Bost., Lothrop \$1.75  
A spoiled child is turned into a "regular fellow" thru life in a great preparatory school.

**George, Edwin S.**

Following camel trails of Asia. 150p. il. D c. [Detroit, Mich., Author, 504 Garfield Bldg.] bds. \$2.50  
A travel book.

**Dublin, Louis I., and others**

Cancer mortality among insured wage earners and their families; the experience of the Metropolitan Life Insurance Co., Industrial Dept., 1911 to 1922. 104p. diags. O '25 N. Y., Metropolitan Life Insurance Co. pap. apply

**Duncan, John Charles**

Photographic studies of nebulae; 4th paper. 5p.

(bibl. footnotes) il. O (Contribs. from Mt. Wilson Obs., no. 303) [n.d.] Wash., D. C., Carnegie Inst. pap. apply

**Field, Hazel E.**

The immediate effects of tobacco smoke on the activity of rats. various p. (bibl.) Q (Univ. of Cal. pubns. in physiology, v. 5, no. 16) '26 Berkeley, Cal., Univ. of Cal. Press pap. 25 c.



**Goodhue, Willis Maxwell**

"Hello Bill"; farcical comedy in three acts. 75p. D c. '26 N. Y., S. French  
pap. 50 c.

**Gostling, Mrs. Frances M. Parkinson**

The lure of English cathedrals. 363p. il. D  
'26 N. Y., McBride \$2.50  
History and description of sixteen cathedrals.

**Graham, Abbie**

Grace H. Dodge, merchant of dreams. 329p.  
front. (por.) O c. N. Y., Womans Press  
bds. \$2

The biography of a leader of social movements and  
former national president of the Y. W. C. A.

**Griswold, Frank Gray**

Fish facts and fancies [lim. ed.]. 252p. il.  
O c. N. Y., Scribner bds. \$5  
Interesting experiences in both fresh and salt-  
water fishing.

**Grove, Harriet Pyne**

Ann Sterling. 223p. front. D (Ann Sterling  
ser.) [c. '26] N. Y., Burt 60 c.  
A story for girls twelve to eighteen.

**Guerber, Hélène Adeline**

Story of our civilization. 420p. (bibls.) il.  
maps D [c. '26] N. Y., Holt \$1.20  
History in narrative form for children of eleven  
to thirteen.

**Guitteau, William Backus, and Webster, Han-  
son Hart**

The Constitution of the United States; its  
origin, meaning and application. 232p. (3p.  
bibl.) S [c. '26] Bost., Houghton 84 c.

**Hardy, Rev. Thomas John**

The secret of progress, by rule and method  
in the spiritual life. 172p. (bibl. footnotes) D  
[ '26] Milwaukee, Morehouse Pub. Co. \$1.80

**Hines, Harlan Cameron**

Finding the right teaching position. 206p.  
D [c. '26] N. Y., Scribner \$1.60

The author is professor of education in the Uni-  
versity of Cincinnati and personnel director of the  
Cincinnati Public Schools.

**Hormel, Olive Deane**

Co-ed. 345p. D C. N. Y., Scribner. \$2  
The story of a girl's college career in the Uni-  
versity of Illinois.

**Horn, Ernest, and Moscrip, Ruth M.**

The learn to study readers; bk. four—grade  
five. 351p. il. maps D [c. '26] Bost., Ginn 88 c.

**Hudson, Stephen, pseud.**

Richard, Myrtle and I. 253p. D c. N. Y.,  
Knopf \$2.50

Feminine inspiration in the realm of creative art  
is the theme of this novel by the author of "Richard  
Kurt."

**Hulbert, Homer Bezaleel**

The face in the mist. 245p. il. D [c. '26]  
Springfield, Mass., M. Bradley \$1.50  
A mystery story for boys and girls.

**Humphrey, Muriel Miller, ed.**

The best love stories of 1925. 330p. D [c.  
'25, '26] Bost., Small, Maynard \$2  
Stories from American periodicals form a volume  
that is bound uniform with the 1924 volume.

**Jackson, Frederick John Foakes, D.D., and  
Lake, Kirsopp, D.D.**

The beginnings of Christianity; pt. 1, The  
acts of the apostles: v. 3, The text of Acts,  
by James Hardy Ropes. 784p. (bibl. foot-  
notes) O '26 N. Y., Macmillan \$9

**Kennedy, William H. J., and Joseph, Sister  
Mary**

America's story; a history of the United  
States for the lower grades of Catholic  
schools [and teacher's manual]. 445p. (bibls.)  
il. (pt. col.) maps (pt. col.) D c. N. Y., Ben-  
ziger Bros. \$1.08 [Teacher's manual, pap. 15 c.]

**Kidder, Edward E.**

Easy Dawson; a three act comedy. 91p. D  
(French's standard lib. ed.) c. '26 N. Y., S.  
French pap. 75 c.

**King, William P.**

The practices of the principles of Jesus.  
250p. D c. Nashville, Tenn., Cokesbury Press  
\$1.50

Applying religion to social problems.

**Kitson, Harry Dexter**

Scientific advertising. 90p. diags. D [c.  
'26] N. Y., Codex Bk. Co. \$2

**Kramer, Morris**

The song of the optimist. 199p. D c. '26  
N. Y., Davidson Press, 161 Grand St.  
bds. \$1.50 bxd.

A book of essays.

**Lee, Captain Robert E.**

Recollections and letters of General Robert  
E. Lee, by his son; introd. by Gamaliel Brad-  
ford. 490p. front. (por.) O (Star dollar bks.)  
'26 c. '04, '24 Garden City, N. Y., Garden City  
Pub. Co. \$1

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diags. O (Contribs. from Mt. Wilson Obs., no. 300)  
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200p. S '26, c. '08-'26 Chic., A. Flanagan pap. apply  
[Heinemann, John L.]

The early days of St. Gabriel's. 116p. il. Q '25 c.  
Connersville, Ind., Author pap. 50 c.

**Herlihy, Charles M.**

Adult education for foreignborn and native il-  
literate. 12p. (bibl.) O (U. S. Bur. of Educ., bull.  
no. 36) '25 Wash., D. C., Gov't Pr. Off.; Sup't of  
Doc. pap. 5 c.

**Hiller, Francis H.**

Probation in Wisconsin; report of a survey by the  
Nat'l Probation Ass'n assisted by the Amer. Social  
Hygiene Ass'n, Univ. of Wis., and State B'd of

Control of Wis. 106p. (bibl. footnotes) O '26 N. Y.,  
Nat'l Probation Ass'n, 370-7th Ave. pap. 50 c.

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O '25 N. Y., Surety Ass'n of Amer., 160 B'way  
pap. apply

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rangle, Cal. 152p. (bibls.) il., maps, diags. O (State  
Mining Bur. bull. no. 95) '25 Sacramento, Cal., State  
Pr. Off. apply

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ena and the mind, conscious and subconscious. 30p.  
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S (French's acting ed. no. 987) c. '25 N. Y., S. French  
pap. 30 c.

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Poems; ed. by C. H. Wilkinson; 2 v. 234p.; 240p. il. Q '25 N. Y., Oxford \$35
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The missionary idea in life and religion. 194p. S (Life and religion ser.) c. N. Y., Scribner \$1.50  
Discusses the questions which arise in the minds of many intelligent men and women in regard to missionary enterprise.
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A tale of eleventh century Persia, based on the lives of three men, one of them Omar Khayyam; by the author of "The Wooings of Jezebel Pettyfer."
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The brute. 255p. D (Chelsea House popular copyrights) [c. '26] N. Y., Chelsea House 75 c.  
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Christ's view of the kingdom of God; a study in Jewish apocalyptic and in the mind of Jesus Christ. 191p. (bibl. footnotes) D (Bruce lectures) [n. d.] N. Y., Doran \$1.60
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The poetry of our own times. 32p. S (Reading with a purpose) c. Chic., Amer. Lib. Ass'n 50 c.; pap., 35 c.

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Statement and inference: with other philosophical papers; ed. by A. S. L. Farquharson; 2 v. 574p; 419p. O '26 N. Y., Oxford \$10.50

Wissler, Clark

The relation of nature to man in aboriginal America. 268p. il. O '26 N. Y., Oxford \$3.50

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## Old and Rare Books



Edited by Frederick M. Hopkins

**"THE Breeze in the Moonlight,"** one of the most ancient novels of China, has just been published by G. P. Putnam's Sons in a translation by H. Bedford-Jones.

**A** NEW book in a limited large paper edition, printed at the Riverside Press, that should interest Washington collectors is Charles Moore's "The Family Life of George Washington" containing material hitherto unused and now gathered to tell the intimate story of Washington's personal life. The book begins with a discussion of the land of the Washingtons; then it considers Washington's education, his early romances, his marriage with the widow Curtis, and family life at Mount Vernon. Mr. Moore, head of the Library of Congress, has found much new material of interest and importance.

**I**N memory of Amy Lowell a meeting was recently held at Keats House, Hampstead, England. Among the speakers were Florence Ayscough, John Drinkwater, and John Gould Fletcher. A letter was read from Middleton Murry, expressing the view that Miss Lowell's life of "John Keats" was the final one. Mrs. Ayscough, long a friend of Miss Lowell, gave an intimate account of the poet's life and work. The Keats House, for the preservation of which Amy Lowell had always worked, was placed at Mrs. Ayscough's disposal by the Keats House Committee in appreciation and acknowledgment of Miss Lowell's services.

**T**HE library of Pierre Louys, author of "Aphrodite" was sold in Paris at auction recently. The outstanding feature of the sale was the discovery of an unpublished Oscar Wilde letter, together with the manuscript of "Salomé." The latter is written in two copy books, in a

neat clean hand, with many corrections. Most of these were in the handwriting of a copyist, probably one of Wilde's friends who helped him revise the text before it was printed. In many places the text varies from the published edition. The manuscript was sold to an English buyer for 161,000 francs. Louys' own manuscript of "Aphrodite" brought 45,000 francs.

**A** NEW book well worth while for the bibliophile is George B. Ives's new translation of "The Essays of Montaigne," with introductions by Grace Norton, published by the Harvard University Press, in four octavo volumes, under the typographical direction of Bruce Rogers. Sir Edmund Gosse says that "I hope that this admirable work may eventually take its place as the authorized English translation. . . . The version of Mr. Ives seems to me masterly to a very high degree; it was worth waiting for, and completely supersedes all precursors. Wherever I open it, I find indications that it is an improvement upon them." Here author, translator, and typographer unite to make a work destined to the highest rank, the first edition is sure to be soon exhausted.

**T**HE "Catalogue of the Greek Manuscripts in the Library of the Laura on Mt. Athos," by Spyridon, of the Laura, monk and physician; and Sophronios Eustratiades, formerly archbishop of Leontopolis, and published by the Harvard University Press, opens for the first time to Western scholars a full knowledge of the treasures of that famous collection, founded in the tenth century. It includes more than 2,000 Lauriate Greek manuscripts, with precise accounts of their contents. With the titles are given the library numbers in both of the two series by which these manuscripts are enumerated

on Holy Mountain. In an appendix are similar lists of nearly seventy manuscripts in the libraries of the Athos monasteries of Iviron, Pantoricator, and Stauroiniceta, which were not included in the catalogs of those libraries published by Lambros.

THE Royal Commission on Historical Manuscripts, appointed by Queen Victoria in 1869, to inquire what papers and manuscripts belonging to private persons would be useful in illustrating English history, constitutional law, science and general literature, has recently presented its nineteenth report. The commission complains that it has been much concerned by the increasing number of collections of family papers broken up and dispersed at auction, tending to destroy their historical value, making them difficult to trace and frequently placing an inflated value on them, placing them beyond the reach of the government. The only suggestion that the commission put forward was that intending sellers, before offering their papers for sale, should communicate with the authorities of local or national museums, so that they might have an opportunity of buying a collection as a whole. It was also suggested tentatively that photographs might be made of the papers likely to bring a high price from collectors and the photographs retained with the collection. The originals of these photographs could then be sold for what they would bring at auction, while the remainder being of less pecuniary value, might perhaps be obtained for the nation; the addition of the photographs would make the collection complete for historical purposes.

THE outstanding feature of the sale of the historical library of Dr. George C. F. Williams at the Anderson Galleries May 17 and 18 was the set of Signers of the Declaration of Independence which brought something over \$35,000, but there was a great deal of rare material relating to the American Revolution, including autograph letters, manuscripts and books. The 879 lots, sold in four sessions, brought \$74,112. The rare booktrade and collectors were well represented, competition generally was keen, and many high prices were realized. A few of the rarer lots and

prices which they brought were the following: "Authentic Account of the Proceedings of the Congress held at New York, in 1765, on the Subject of the American Stamp Act," 8vo, morocco, London, 1767, \$97.50; Thomas Bolton's "An Oration delivered March Fifteenth, 1775," small 4to, morocco, Boston, 1775, burlesque oration ridiculing the colonists, \$92.50; broadside announcing the death of General Montgomery and calling for troops, signed by Jonathan Trumbull, Governor of Connecticut, New London, 1776, \$160; "A Faithful Account of the Whole Transaction relating to a late Affair of Honor between J. Temple and W. Whately," etc., 8vo, boards, London, 1774, \$130; James D. Williams' "Sketch of the Life of Brig. Gen. Francis Marion," etc., 8vo, boards, uncut, Charleston, 1821, \$100; Thomas Mante's "History of the Late War in North America," etc., 18 maps, 4to, morocco, London, 1772, relating to the French and Indian War, \$270; "The Proceedings of the General Assembly, and the Council, of the State of Massachusetts-Bay relating to the Penobscot Expedition," small 4to, blue wrappers, Boston, 1780, \$365; "Rules and Orders to be Observed by the Anti-Stamp Fire Society, Instituted in Boston, October 1763," 16mo, wrappers, Boston, 1763, \$105; B. F. Stevens' "Facsimiles of Manuscripts in European Archives Relating to America, 1773-1783," 25 vols., folio, morocco, London, 1889-1898, one of 200 copies, \$550; Original manuscript of Chapter III of Thomas Hutchinson's "History of the Province of Massachusetts Bay," 196 pp., folio, boards, in case, contains much unpublished material, \$675; A.L.S. of George Washington, 3 pp., 4to, Mount Vernon, October 3, 1798, relating to the genealogy of his family, \$960.

THE Rosenbach Co. paid \$20,000 for the first edition of John Gower's "Confessio Amantis" from the collection of John L. Clawson of Buffalo, sold this week. The Rosenbach Co. also paid \$3,900 for the "Tragedie of Antonie" by Robert Garnier done in English by the Countess of Pembroke, 1595 and "Discourse of Life and Death," 1600, also in the same volume.



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## The Weekly Book Exchange

### Books Wanted and Books For Sale

Under these headings subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

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 Grant Allen. Evolution in Italian Art.  
 The Life of George Washington, by Washington Irving, 5 vol. set, Putnam, 1856.  
 Stuart's Quiz Compend in Pharmacy.

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 Andrews. Magic Squares and Cubes.  
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 Smith. Annexation of Texas.  
 Whitelaw. Rise of the Portuguese Power in India, 1497-1530.  
 Willard. Letters on the American Revolution, 1774-76.

AINSLEE'S MAGAZINE, 79 SEVENTH AVE., N. Y.  
 Nine Tales. Hugh DeSelinecourt. Dodd, Mead.

ALCOVE BK. SHOP, 936 BROADWAY, SAN DIEGO, CAL.  
 Bob Taylor. Lectures and literary productions.

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 The Time of the End, by I. R. Dean.  
 Apostasy, by Carswell.  
 If a Man Die, by Jones.  
 Glorious Companion, by Jones.  
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 Volume of Acts the Apostle in the Pulpit Commentary.

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 Why We Behave Like Human Beings, Dorsey, 1st printing.  
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 The Grim Thirteen.  
 Psychoanalytical Review, April, 1922.

A. S. ARNOLD, METUCHEN, N. J.  
 Books on Ancient Egypt, Hieroglyphs, Arts, etc.

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 Love of an Unknown Soldier.

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 Abel. Practical, Sanitary and Economic Cooking, American Public Health Association.

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 Wells' Outline of History, vol. II.  
 The Old-Fashioned Mother Goose Melodies, complete with Magic Colored Pictures, pub. by Carleton in 1879.

H. C. BARNHART, 35 W. MARKET ST., YORK, PA.  
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2nd French Empire, Ed. Crane, 1905.  
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 Stories of New York, published in 1893.  
 Amy Lowell. A Dome of Many Colored Glass and Six French Poets, first editions.  
 Gaston LaRue. The Mystery of the Yellow Room.  
 Women and Morality, Lamentian Press, Chicago, 1914.  
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 Vol. No. 74 of Godey's Lady Book.  
 Sherwood Anderson. Windy McPherson's Son, first edition.  
 Cabell. Chivalry, first issue of first edition.  
 William Winter. Memories of Authors.  
 S. Weir Mitchell. Philip Vernon, New York, 1895.  
 Huysmans. Down There.  
 Bookman, March 1918, June 1919, April 1921; Harper's, June 1919; The Nation, February 14, 1923; The Little Review, December 11, 1920, April 23, 1921.

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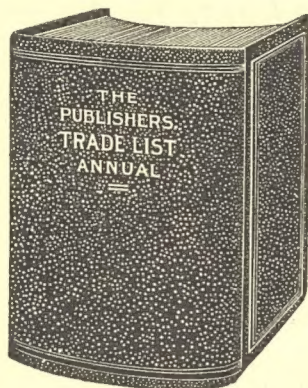
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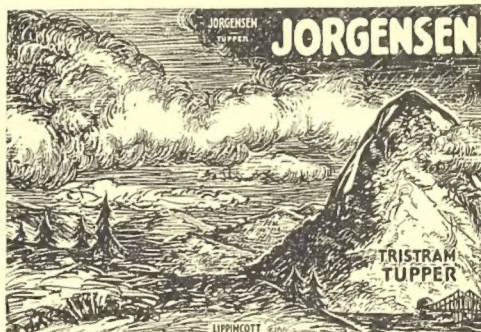
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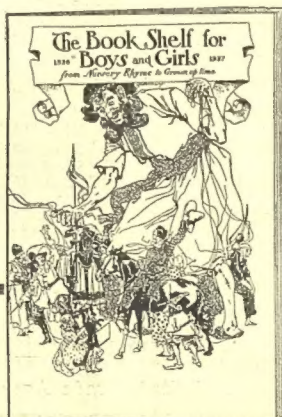
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